

Port Illustrated

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Diamond State Port Corporation

PORT RECEIVES NEW HARBOR MOBILE CRANE

The Port of Wilmington, Delaware has taken delivery of its first mobile harbor crane. In late March of this year, the German-built Gottwald model G HMK 6407 B was off-loaded at the Port from the *m/v BBC Montana*.

With a lifting capacity of 100 metric the Gottwald four-rope grab mobile harbor crane is the Port's third multipurpose crane and is equipped to handle containers, break bulk, bulk, and project cargoes.

The Diamond State Port Corporation (DSPC), owner and operator of the Port of Wilmington, purchased the \$5.3m crane from Gottwald Port Technology, GmbH,



The Port's new mobile harbor crane handling its first export shipment of petroleum coke

utilizing a capital funding grant awarded by the State of

Delaware's Joint Bond Bill Committee for fiscal year 2011, to improve the Port's cargo handling capability and equipment. The acquisition included two 100 metric ton rotator hooks for break bulk and heavy lift cargoes, two spreaders for container handling, as well as two dry bulk grab buckets with lifting capacity of 39 and 18 cubic yards.

After assembly and rigorous testing by Gottwald's engineers, the crane successfully loaded its inaugural cargo of bulk petroleum coke onboard *m/v Romea* in early May. "We are very excited about the

purchase of this state-of-the-art, multipurpose mobile harbor crane, and are grateful to the State of Delaware for its continued support of the cargo handling needs of our growing customer base," said Gene Bailey, DSPC Executive Director. "The new crane will allow us greater flexibility and improve our efficiency enabling its use in berths previously un-served by the Port's rail-supported cranes. With this acquisition, we've increased our lifting and outreach capacity and provided an advantageous backup for our container, break bulk and dry bulk customers," added Bailey.

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BERTH 4 RECONSTRUCTION COMPLETED

The Diamond State Port Corporation completed a \$10.7 million reconstruction project of Berth 4 on the Christina River in April 2011. The project included demolishing the circa 1928 dock, removing its timber deck and piling, and installing steel sheet piling and a concrete deck. In addition, the

existing crane rail previously serving only berths 1-3 was extended to Berth 4. Now the Port's two multipurpose gantry cranes are able to conduct cargo handling operations at berths 1 through 4 on the Christina River. The 350 ft. long, 64 ft. wide pier the adjacent Berth Road have been newly paved, as part of

the total project.

This project was made possible through a capital funding grant awarded by the State of Delaware's Joint Bond Bill Committee.

Ocean & Coastal Consultants were the design engineers, and Kuhn Construction provided project oversight.



M/V Billetal unloading ore at Berth 4 in 1956



Reconstruction of Berth 4 was completed in April 2011

2010-2011 CHILEAN FRUIT SEASON—A 20% CARGO INCREASE



Imports of Chilean fruit through the Port of Wilmington increased by 20% in 2011

The 2010-2011 Chilean fruit season at the Port of Wilmington was outstanding! Favorable weather conditions, compared with the previous year in Chile, resulted in increased volume and excellent fruit quality. Chilean fruit imports discharged at Wilmington increased by nearly 20% season-over-season and totaled 160,000 pallets.

To accommodate the cargo growth, Pacific Seaways increased their service frequency, growing their ship-calls to Wilmington from 23 arrivals in the 2009-2010 season to 30 this past season. Pacific Delaware, Inc., Pacific Seaways' North American arm, had a very good season this year at the Port of Wilmington. "Our customers always return to us

with one consistent message ...the Port of Wilmington provides excellent service, superior IT advantages and competitive rates. Most notably, the teamwork by the service providers at the Port, known as Team Wilmington, is appreciated by our customers and figures heavily in their decision to route their fruit to Wilmington," said John Coulahan, President of Pacific Delaware.

RAPID COOLING—A NEW SERVICE AT THE "COOL PORT"

On the 25th of March, the "Cool Port" began offering Rapid Cooling (RC), a new cold-chain related service, to extend the shelf-life of fresh fruit imported through the Port. This capability reduces the post fumigation temperature of Chilean fruit from 40-45 degrees Fahrenheit to 32-34 degrees in 3.5 hours rather than 2 to 3 days. During the RC process, a consistent large volume of pressurized cold air is pushed through the



The Port's new Rapid Cooling chambers can cool up to 80 pallets from 40-45 °F to 32-34 °F in 3.5 hours

pallets resulting in the controlled, safe

and quick reduction in the fruit's pulp temperature.

The Port invested about \$1 million constructing four RC chambers in room 6 of warehouse C. The chambers can accommodate up to 80 pallets in one cooling cycle. The Port can RC a minimum of 300-400 pallets daily.

"The Port and Global Cooling, the design engineer, did an excellent job in fast tracking the construction of these state-of-the-art RC chambers. It made the Port and its customers far more competitive, allowing Giumarra to market Thompson grapes later in the spring in better condition and at a higher price," explained Greg Murray, Vice President of Marketing and Operations for Giumarra International Marketing.

PORT CONTRACTORS, INC. OPENS NEW WAREHOUSE FOR GROWING PETCOKE EXPORTS

On the 16th of May, Delaware's Governor Jack Markell, Port Contractors, Inc. (PCI), PBF Energy, Port of Wilmington, and City and State officials celebrated the ribbon cutting of PCI's new \$9.5 million, 100,000 sf. Warehouse adjacent to the Port. PBF Energy's Delaware City Refining re-opened the former Valero refinery in May. PCI's new warehouse will be used to store petroleum coke (petcoke) a dry bulk material derived from the crude oil refining process, produced at the Delaware City refinery. This black energy "gold" will be transported to and

discharged at the Christina Avenue warehouse using a fully enclosed railcar unloading system. It will then be exported through the Port of Wilmington to global markets for use as a fuel source.

As Delaware City Refining Co. will not use petcoke to run the plant's gasifier to provide power for the plant, additional petcoke will be available for export. The construction of the new warehouse will enable PCI and the Port to handle the increased petcoke exports, creating 20 new full-time direct jobs.

As a further commitment to this business, PCI is purchasing a loading conveyor, which will be used along with the Port's new mobile harbor crane to boost vessel loading productivity.



(L-R): At the Ribbon Cutting Ceremony: John Reece, Sr. Director, Engineering & Development, PCI; Gene Bailey, Executive Director, DSPC; Jane Thomas, Director, PCI; Tom O'Malley, Chairman, PBF Energy; Michael Evanko, President, PCI; Governor Jack Markell; Council Member Hanifa Shabazz, Wilmington City, 4th District; Mary Thomas, Director, PCI; and Jim O'Malley, PBF Energy

ARGENTINE APPLE AND PEAR SHIPPERS SELECT WILMINGTON

For the first time, the Port of Wilmington received consistent arrivals of full cargoes of Argentine fresh apples and pears. The palletized fruit was loaded into specialized refrigerated ships in San Antonio Este, Argentina for the direct 2-week trip to Wilmington. The Port handled 6 shipments during the peak season that runs from late February into June.

“Grown in Argentina’s Rio Negro Valley, fruit quality was good this year. Demand for the Argentine pears was

consistent throughout the season,” remarked David Schiro, President of Jac. Vandenberg, Inc.

“The Argentine growers produce excellent quality of Bartlett, Winter Bartlett, Packhams, and D’Anjou pears which complement locally produced pears,” explained Peter Kopke, President of William H. Kopke, Jr. Inc.

The fruit was stored at the Port’s reefer warehouse complex, and according to Kopke and Schiro, has been distributed as far as Canada in the North and California in the West. However, the bulk of the product was marketed east of the Rocky Mountains.



The Port of Wilmington handled Argentine apples and pears this spring for consumers throughout Canada and the United States.

SSAB STEEL’S WINTER PROGRAM SETS NEW TONNAGE MARK



High grade SSAB hot rolled steel sheet in coils offloaded at the Port of Wilmington, Delaware

Steel’s (SSAB) 5th consecutive winter program at the Port of Wilmington was exceptionally strong with a 26%

increase in cargo tonnage season-over-season. SSAB imports high-quality steel plate and steel sheets in coils, both hot and cold rolled, manufactured at its Oxelösund, Sweden steel mill.

Consistently high demand for SSAB’s products this winter can be attributed to the recovering economy and the unmatched superior quality of their specialty products, especially the high-strength plate.

From the end of December through March, when the Great Lakes are closed, SSAB routes its steel through Wilmington to supply its primary customer base which extends as far north as Canada and as far west as Utah. The cargo is delivered from the Port via truck and Norfolk Southern rail. “SSAB cargo has excellent marking, bar coding, and color coding, making cargo distribution and traceability easy and transparent,” explained

Marty McLaughlin, Diamond State Port Corp.’s Manager, Inventory Control. The products’ bar codes are loaded into the Port’s web-based real-time inventory management system called E-Port. With E-Port SSAB’s staff can monitor availability of the various products at the Port in real-time, sell the products, and trace their movement from arrival and discharge at the Port, through storage, and ultimately to the load out onto trucks or railcars.

GENERAL CARGO EXPORTS TO CHILE INCREASED

If you want to export cargo to Chile, why not consider Pacific Seaways’ (PacSea) express southbound voyages from Wilmington? This past winter PacSea vessels departed the Port of Wilmington with more exports than ever. From mid-December thru late April, their vessels sailed northbound on a weekly schedule from the ports of Valparaiso, Caldera and Coquimbo to Wilmington and directly back to Chile. These break bulk vessels can carry

up to 250 containers on deck as well as project cargo both on-deck and on the multiple decks within the reefer ships’ holds.

Pacific Seaways and its agent Terminal Shipping collaborated successfully this year to attract more exports for the southbound voyages. Cargo included jet skis, sailboats and various other watercraft, previously owned vehicles, and even a fuselage of a “retired” Northwest Airlines’ jetliner for

Kidzania, an amusement park in Santiago, Chile.

“We have seen a substantial increase in exports to Chile as more and more shippers realize the advantages of the free trade agreement with Chile as well as the historically high Chilean Peso exchange rates against the U.S. Dollar,” remarked Jim Taviano, General Manager of Terminal Shipping.



A fuselage of a retired North West Airline’s airplane, 55 ft. long and 8 ft. high, loaded onto *m/v Atlantic Klipper* at the Port of Wilmington for Kidzania, an amusement park in Santiago, Chile.

M/V ATLANTIC KLIPPER'S MAIDEN VOYAGE TO THE U.S.

The Diamond State Port Corporation (DSPC), Pacific Delaware, Inc., Murphy Marine Services, Inc., and Seatrade Reefer Chartering (Seatrade) welcomed the arrival of *m/v Atlantic Klipper* on her maiden voyage to the U.S. in late February, 2011. Seatrade, celebrating its 60th anniversary in 2011, is the world's largest operator of refrigerated (reefer) vessels and specializes in the carriage of perishable cargo. Pacific Seaways, a Santiago, Chile-based consortium of growers and exporters, chartered the *m/v Atlantic Klipper* and several other Seatrade ships to maintain a scheduled roundtrip service

to carry Chilean fruit from the ports of Caldera, Coquimbo, and Valparaiso for delivery December through April.

"We congratulate Seatrade on their investment in growing its reefer fleet, on its commitment of service to their customers and to its leadership in the very sophisticated transport of high value, perishable cargo in trade lanes throughout the world," said Gene Bailey, DSPC's Executive Director.

Port community formally recognized *m/v Atlantic Klipper's* maiden voyage to the U.S. with a Port of Wilmington plaque presentation ceremony followed by a reception and luncheon onboard hosted by Seatrade.

The ship was delivered on the 4th of January, 2011 at Kitanihon



The Port's maritime community celebrated the maiden voyage of *m/v Atlantic Klipper* with a champagne toast & a plaque presentation ceremony onboard.

Shipbuilding in Hachinohe City, Japan and christened on the 4th of February, 2011 in Valparaiso, Chile. She is 165 meters long (541.3 feet), and can carry 5400 pallets under-deck and 247 forty-foot long shipping containers on deck, 200 of which can be refrigerated.

EXPERIENCE THE TASTE OF CHILE

The Chilean and American Chamber of Commerce of Greater Philadelphia celebrated the conclusion of another successful Chilean fruit season at the 6th Annual Experience the Taste of Chile gala on the 27th of April. This sold-out dinner attracted over 200 members and friends of the Chamber and regional VIPs to the Delaware Center for Contemporary Arts in Wilmington, Delaware. The evening was replete with gourmet Chilean cuisine and complemented by some of the finest fine Chilean wines. Comments by His Excellency Arturo Fermandois, Ambassador of Chile to



(L-R) Benjamin Leavenworth, Honorary Consul of Chile in Philadelphia, His Excellency Arturo Fermandois, Ambassador of Chile to the U.S., and Christopher Coons, U.S. Senator from Delaware

the U.S., Christopher Coons, U.S. Senator from Delaware, Alan Levin, Director of the Delaware Economic Development Office and Chairman of the Diamond State Port Corporation, and Bryan Silbermann, President and CEO of the Produce Marketing Association underscored the important role the Chilean fruit business plays in creating significant economic activity and many, many good paying jobs both in our region and in Chile. The ports of Wilmington, Philadelphia and Gloucester have been instrumental in fostering the significant development of trade relations between the U.S. and the Republic of Chile. These Delaware River ports receive 70% of all Chilean fruit shipped to the U.S.



(L-R) Mrs. Joaquin Tagle; Tom Keefer, Deputy Executive Director, Diamond State Port Corp.; Benjamin Leavenworth, Honorary Consul of Chile, and Mr. Joaquin Tagle E., Agricultural Attaché at the Embassy of Chile in Washington, DC.

UPCOMING EVENTS

- Seamen's Center of Wilmington's Fall Fun(d) Raiser**
Firestone Restaurant
4:30 - 7:30 pm,
September 13, 2011
Info: 302-575-1300
- POWMS Luncheon**
DuPont Country Club
12:00 - 1:30 pm
October 7, 2011
Info: 302-656-7000
- The Port of Wilmington's 21th Annual Golf Classic**
DuPont Country Club
10:00 am - 7:00 pm,
September 22, 2011
Info: 302-472-7819

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